

## 5. Forecast for FY2016

- Operating Revenues are expected to decrease 72.3 billion yen year-on-year to 1,650 billion yen.
- Operating Expenses are expected to decrease 75.4 billion yen year-on-year to 1,485 billion yen.
- Operating Income is expected to increase 3.1 billion yen to 165 billion yen, due to the expected decrease in revenues being offset by decreasing expenses (an increase of 10 billion yen from the forecast in the Business Operation Plan filed in March 2016).
- Net income is expected to reach 114 billion yen.
- Forecasts for FLET'S Hikari and Capital Investments remain unchanged from those announced in the Business Operation Plan.

| Item                         |                         | Forecast<br>(FY2016) | Change<br>Year-on-year<br>(yen) | Change<br>Year-on-year<br>(%) | Revised Forecast<br>Compared to Business<br>Operation Plan |
|------------------------------|-------------------------|----------------------|---------------------------------|-------------------------------|--|
|                              |                         |                      |                                 |                               |  |
| Operating Revenues           | Billions<br>of yen      | 1,650.0              | (72.3)                          | (4.2%)                        | —  |
| Operating Expenses           |                         | 1,485.0              | (75.4)                          | (4.8%)                        | (10.0)   |
| Operating Income             |                         | 165.0                | 3.1                             | 2.0%                          | + 10.0   |
| Recurring Profit             |                         | 165.0                | (8.4)                           | (4.9%)                        | + 10.0   |
| Net Income                   |                         | 114.0                | (4.7)                           | (4.0%)                        | —  |
| FLET'S Hikari Net Increase * | 10,000<br>subscriptions | 3.0                  | 0.4                             | 13.7%                         | —  |
| Capital Investment           | Billions of<br>yen      | 270.0                | (24.0)                          | (8.2%)                        | —  |

\*FLET'S Hikari figures include Hikari Collaboration.